

Raytheon Intelligence and Information Systems MIRATEK Corporation

DoD Mentor-Protégé Program



Raytheon

Customer Success Is Our Mission

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Raytheon Intelligence and Information Systems

Headquartered in Garland, Texas

- Major Locations

Garland, TX

Linthicum, MD

Aurora, CO

Landover, MD

Springfield, VA

Omaha, NE

Reston, VA

St. Louis, MO

State College, PA

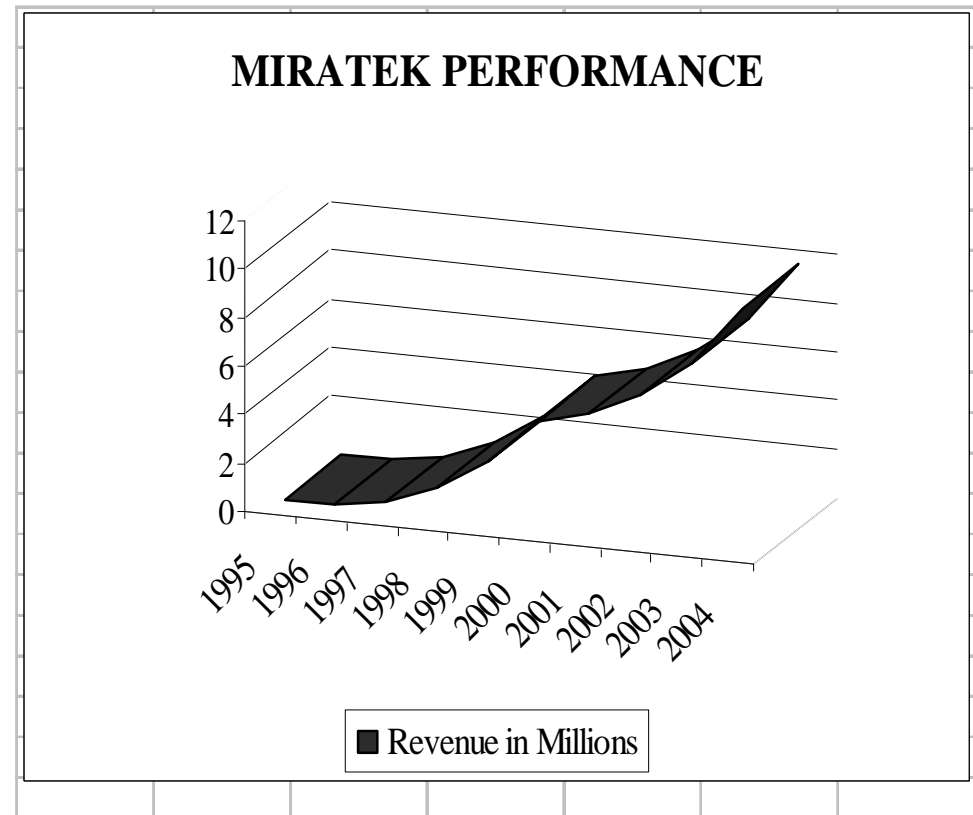
Falls Church, VA

- Employees: 8,800
- 2004 Revenues: \$2.2 Billion
- Leader in technology solutions drawing on capabilities in signals, imaging and geospatial intelligence, air and space-borne command and control, ground engineering support, and weather and environmental data management



MIRATEK Corporation

- ✍ **Hispanic owned 100% small business**
- ✍ **Headquartered in El Paso**
- ✍ **Founded in 1994**
- ✍ **Significant & progressive growth**
- ✍ **Successfully diversified**
- ✍ **SDB Firm**
- ✍ **Postured for further growth diversification**
- ✍ **Award winning firm with outstanding past performance track record**



MIRATEK Corporation

- MIRATEK is currently performing on over 50 contracts with over \$25M in contract backlog.
- Strategically positioned to provide pro-active technical services to a diverse customer base
 - Federal/Government Agency Clients
 - Department of Energy/NNSA
 - Department of Homeland Security
 - Fort Belvoir
 - Fort Bliss
 - White Sands Missile Range
 - Federal Highway Administration
 - Environmental Protection Agency
 - Air Intelligence Agency
 - US Army Space Command
 - Madigan Army Medical Center



DoD Mentor-Protégé Program - Background

- The Mentor-Protégé Program was established by Congress in 1991
 - Provide incentives for DoD contractors to assist Small Disadvantaged Businesses (SDBs) in enhancing their capabilities to satisfy DoD and other contract/subcontract requirements
 - Increase the overall participation of SDBs as subcontractors and suppliers on DoD, other federal agency, and commercial contracts
 - Foster the establishment of long-term business relationships between SDBs and large prime contractors

Win-Win-Win Relationship

- **Protégé Firm**
 - Assistance
 - Enhanced Capabilities
 - Access to Mentor firm resources/capabilities
 - Award of subcontracts by Mentor firm
- **Mentor Firm**
 - Reimbursement of developmental assistance costs
 - Credit towards SDB subcontracting goals
 - Award of subcontracts by Protégé firm
- **Customer**
 - More technically enhanced SDBs
 - Meet contracting and subcontracting goals

Raytheon Mentor-Protégé History

Raytheon Intelligence and Information Systems

- 1996 – 1997 (DoD - Credit only) Protégé: Strategic Resources, Inc.
- 1998 – 2001 (DoD - Air Force) Protégé: RS Information Systems
DoD Nunn-Perry Award
- 2002 – Present (DoD - NGA) Protégé: MIRATEK Corp.
DoD Nunn-Perry Award
- 2002 – 2004 (DoD - Credit only) Protégé: GeoLogics Corp.
- 2004 – Present (NASA) Protégé: SGT, Inc.

Raytheon and its Legacy Companies

- 28 Mentor-Protégé Agreements
- 12 DoD Nunn-Perry Awards

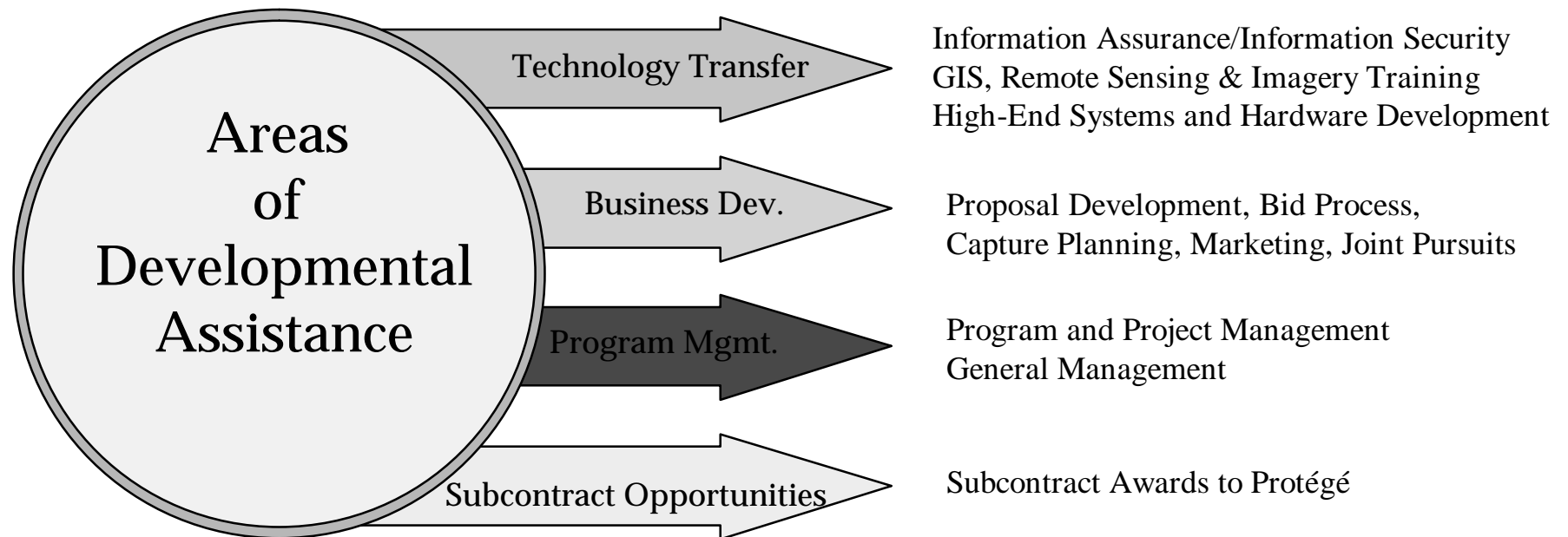


Team Members

- Raytheon (Mentor)
- MIRATEK (Protégé)
- University of Texas at El Paso (Minority Institution)
- National Geospatial-Intelligence Agency (Sponsor)



MIRATEK Developmental Assistance Plan



MIRATEK Enhancements

- Information Technology
 - Information Security Training, Basics & Fundamentals, Intrusion Detection, Forensics, Disaster Recovery Plan, and COMSEC related activities
 - High End/High Performance Systems, Systems Integration, and Server Consolidation
- GIS/Remote Sensing
 - Software Training (Geographic Information Systems, Remote Sensing, Oracle, JAVA) and deployment of the latest GIS/Image Exploitation Software
 - Data model to form MIRATEK's enterprise GIS
- General Business Management
 - Raytheon Six Sigma Training, Program and Project Management
 - DCAA and DCMA audit guidance
 - Development of a 5-Year Strategic Plan
- Business Development and Networking Opportunities



MIRATEK Enhancements

- MIRATEK growth since start of agreement
 - Employees: From 35 to 85
 - Gross Revenues: From \$4.6M to \$11.8M
 - Subcontracts Awarded by Raytheon: \$1.4M
 - Contracts Awarded by DoD agencies: \$3.5M to \$25.6M



DoD Nunn-Perry Award - 2004



The DoD Nunn-Perry award recognizes teams that excelled in Technology Development, Cost Efficiencies, & Increased Business Opportunities for SDB's

Summary

- Keys to a successful Mentor-Protégé Program
 - Synergy
 - Commitment
 - Communication
 - Trusted Relationship
- The DoD Mentor-Protégé Program is very important to the development of SDBs. The program's objective to increase DoD and other federal agency contracting and subcontracting awards to SDBs is being accomplished.

*Together, we are fostering long-term business relationships and enhancing capabilities:
A Win-Win-Win for Protégé, Mentor, and Customer*

